

# Pan Pacific



CUSTOMER STORY

LECTRA®

# PAN-PACIFIC ACHIEVES SEAMLESS COLLABORATION ACROSS WORLDWIDE ENTITIES WITH **FLEX OFFER BY LECTRA**

South Korea's Pan-Pacific Group recently relocated part of its marker-making activities from corporate headquarters to a shared service center in Hanoi, Vietnam.

Following a first successful migration from Lectra's Diamino marker-making software to Lectra's cloud solution for high-volume nesting, the group is currently pursuing its plans to implement **Flex Offer by Lectra** at other production sites in the region.

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## The challenge

With high volumes of marker-making managed by group headquarters in South Korea for production facilities in multiple overseas locations, a decision was made to decentralize marker-making activity in the aim of greater efficiency.

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## Lectra's response

Pan-Pacific was already using Lectra's Diamino marker-making software at its headquarters. To overcome the workload limitations of user workstation-licensed software, Lectra recommended switching to its cloud nesting solution.

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## Results

Today, marker-making is carried out at a shared service center in Hanoi, Vietnam using Lectra's cloud-based Flex Offer for automatic nesting. The software solution balances marker workloads for different production cycles, enabling supervisors to efficiently manage peaks in activity. Implementation of Flex Offer by Lectra at further production sites in the region is ongoing.



Lectra solution  
**FLEX OFFER**

by LECTRA



Original design manufacturer and apparel maker Pan-Pacific strives to continually improve quality and value for customers, many of which are high-profile brands.

With a keen perception of changing consumer expectations and emerging industry demand, the company prides itself on regularly updating its product offerings and manufacturing processes.

The company's recent migration to cloud nesting solution Flex Offer by Lectra is the most recent illustration of its openness to new ways of working, as well as its 30-year business partnership with Lectra.

## 01 AN INNOVATIVE PLAYER IN GARMENT MANUFACTURING

Founded in 1972, Pan-Pacific Group is a leading apparel manufacturing and original design manufacturing (ODM) company with five subsidiaries, 16 overseas apparel manufacturing subsidiaries, one lab, two representative offices and two centers. The group's headquarters are located in Seoul, South Korea.

Combining strong in-house product development capabilities with superior manufacturing resources, **Pan-Pacific Group produces a wide range of apparel for adults and children, including technical outdoor apparel, outerwear, sportswear, casual wovens and knits.**

The company has partnerships with well-known global brands and retailers such as Columbia Sportswear, UnderArmour, Carhartt, Mountain Hardware, Peak Performance, Gap, Old Navy, Banana Republic, J.Crew, Target, Abercrombie & Fitch, Ralph Lauren, Land's End. Pan-Pacific also runs an insulation division that supplies both natural down and polyester fiberfill.

# 02

## JOB PROCESSING DELAYS AND A LACK OF VISIBILITY

As of 2020, Pan-Pacific was processing approximately 590,000 garments at group-owned and operated production facilities. With growing workloads increasingly more difficult for supervisors to manage, workstations equipped with Diamino marker-making software at group headquarters became inadequate.

Because workers shared automated markers within a team, job queue bottlenecks caused processing delays. With multiple file formats to manage, **Pan-Pacific needed to improve efficiency by reducing time spent on file compatibility.** It was also difficult for supervisors to track progress on proximity markers, color shade markers and other special markers due to the manual handling required.



# 03

## GREATER EFFICIENCY AND EFFECTIVE WORKLOAD MANAGEMENT

After looking into competitor solutions, Pan-Pacific decided to migrate from Diamino to Flex Offer by Lectra. In addition to enabling **faster nesting and more efficient management of sudden peaks in activity**, the Lectra solution has allowed Pan-Pacific to decentralize pattern and marker operations by enabling files managed at headquarters to be downloaded and processed at overseas production sites.

The seamless collaboration enabled by the cloud solution has enabled the Hanoi location to take over local marker-making activities, with plans to do the same at other production sites within the group. The cloud solution's built-in tracking capabilities have also made it easier for supervisors to track job completion and better manage team workloads.

"Prior to the introduction of Flex Offer by Lectra, we managed each user's workload individually using Excel," observes Cindy Kim, director of Pan-Pacific's technical design team. "Since users can now **process markers quickly using Flex Offer by Lectra**, we expect to increase production quantities, reduce marker processing time and improve marker efficiency."

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**Cindy Kim**

Director of Pan-Pacific's technical design team





## ABOUT FLEX OFFER

by LECTRA

Flex Offer by Lectra is a **cloud-based, automated nesting solution** that addresses apparel suppliers' unique marker-processing needs for costing, procurement and production. It gives you the flexibility to balance different production cycles, the ability to efficiently manage sudden peaks, and the certainty that you will safeguard your operating margins. Dedicated applications for costing and bidding on RFQs, procurement, and production allow you to **make early and accurate bids, calculate precise procurement needs, and respond quickly to peaks in activity or incoming fast-track products.**

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